Comparisons of Actuals vs Budget -- First Quarter 1991
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1991	First Quarter Actual	Budget	Variance	Percentage
Income Statement				
Revenue				
Paying Users	4,286	3,747	539	114%
Active Users	2,581	2,623	(42)	98%
Average Active Hours/User	4	8	(4)	52%
Packet Users	1,182	997	185	119%
Packet hour usage	4,015	4,984	(968)	81%
Leased line usage	89		89	
Monthly fees	139,417	110,310	29,107	126%
Hourly fees	91,572	123,547	(31,976)	74%
Packet fees	55,849	66,021	(10,172)	85%
Leased line fees	378		378	
Disk storage	5,347	5,516	(168)	97%
Other Revenue (Reg Fees, Softwar	6,294	4,828	1,467	130%
Discounts	(57,898)	(77,502)	19,604	75%
Total Revenue	240,958	232,718	8,240	x 104%
	183.	18%		
Direct Costs				
Packet Services	17 38,655	14 52,816	(14,161)	73%
Phone Services	8,947	6,398	2,549	140%
Support Materials	2,802	4,515	(1,713)	62%
Postage	1,210	840	370	144%
Total Direct Costs	51,614	64,570	(12,956)	80%
Percent of Gross Revenue	21.42% X	28.00%	-6.58%	76%
Gross Margin	189,344	168,149	21,195	113%
Percent of Gross Revenue	78.58% X	72.00%	6.58%	109%

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1991	First Quarter Actual	Budget	Variance	Percentage
Indirect Costs				
Personnel				
Director	14,466	14,688	(223)	98%
System Admin	9,103	9,000	103	101%
Engineer	8,852	9,000	(149)	98%
Customer Support	12,344	13,500	(1,156)	91%
Marketing Director	10,500	10,800	(300)	97%
Accounts Manager	9,450	9,450		100%
Admin. Asst.	7,440	7,200	240	103%
Bookkeeper	1,800	1,800		100%
Payroll Taxes	6,848	8,004	(1,156)	86%
Benefits	3,823	4,623	(799)	83%
	84,625	88,065	(3,440)	96%
Percent of Gross Revenue	35.12%	36.47%	-1.35%	96%
Computer Operations				
Computer Space Rent	1,350	1,350		100%
Electricity	947	904	43	105%
Hardware	63	1,100	(1,037)	6%
Software (System and re-sale)	305	4,150	(3,845)	7%
Modems		600	(600)	
Maintenance & Repair	4,443	4,500	(57)	99%
Contract Programming		1,500	(1,500)	
	7,108	14,104	(6,996)	50%
Percent of Gross Revenue	2.95%	5.12%	-2.17%	58%
Sales/Marketing				
Travel & entertainment	573	621	(48)	92%
Promotional materials	222	4,553	(4,331)	5%
Advertising	1,960	1,200	760	163%
Network subscriptions	71	225	(154)	32%
Telephone				
Complimentary WELL time		312	(312)	
	2,826	6,911	(4,085)	41%
Percent of Gross Revenue	1.17%	5.54%	-4.36%	21%

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Office				
Office Rent	5,130	5,400	(270)	95%
Utilities	767	1,000	(233)	77%
Postage	1,086	905	181	120%
Computer Hardware	2,424	548	1,876	443%
Computer Software	228	150	78	152%
Phones	1,702	1,247	454	136%
Office Supplies	2,477	1,311	1,166	189%
Temp Labor	2,234		2,234	
Repairs & Maintenance	604	155	448	389%
Communications	9	61	(52)	15%
	16,659	10,777	5,883	155%
Percent of Gross Revenue	6.91%	4.66%	2.26%	148%
Customer Support				
Labor		120	(120)	
Complimentary WELL Time		458	(458)	
Training		50	(50)	
		628	(628)	
Percent of Gross Revenue		0.31%	-0.31%	
General & Administrative				
Insurance	886	1,050	(164)	84%
Depreciation	6,602	6,807	(205)	97%
Bad Debts	4,839	6,982	(2,143)	69%
Outside Professional Services	2,438	2,824	(386)	86%
Licenses, Fees, Taxes, Membershi	1,013	800	213	127%
Bank Fees	4,952	4,724	228	105%
Miscellaneous	480	311	170	155%
Non-taxable Donations	400	200	200	200%
Board-related Expenses	679	800	(121)	85%
	22,290	24,497	(2,208)	91%
Percent of Gross Revenue	9.25%	10.66%	-1.41%	87%
Total Indirect Costs	133,508	144,982	(11,474)	92%
Percent of Gross Revenue	55.41%	62.76%	-7.36%	88%
Total Costs	185,122	209,552	(24,430)	88%
Percent of Gross Revenue	76.83%	90.77%	-13.94%	85%

Comparisons of Actuals vs Budget -- First Quarter 1991
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1991	First Quarter Actual	Budget	Variance	Percentage
Earnings Before Int & Taxes	55,837	23,167	32,670	241%
Percent of Gross Revenue	23.17%	9.23%	13.94%	251%
Interest Income (Expense)				
Interest rec'd from cash in bank	385	379	6	101%
Sequent loan interest paid	(631)	(631)		100%
	(246)	(251)	6	98%
Earnings Before Taxes	55,591	22,916	32,675	243%
Corporate taxes	20,013	8,250	11,763	243%
Earnings	35,578	14,666	20,912	243%
Dividends				
Net Earnings	35,578	14,666	20,912	243%
Capital Budget				
Sequent expansion		8,500	(8,500)	
Modems	6,274	4,000	2,274	157%
Office equipment				
Other		2,000	(2,000)	
	6,274	14,500	(8,226)	43%

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1991	First Quarter Actual	Budget	Variance	Percentage
BALANCE SHEET				
Short Term Assets				
Cash in bank	11,515	37,100	(25,586)	31%
Accounts receivable	61,959	58,655	3,304	106%
Credit card vouchers	82,984	69,130	13,854	120%
Other	8,496	4,866	3,630	175%
	160,114	169,750	(9,636)	94%
Long Term Assets				
P & E	172,354	180,581	(8,226)	95%
Accumulated depreciation	(46,580)	(46,785)	205	100%
	125,774	133,795	(8,021)	94%
	285,888	303,545	(17,657)	94%
Short Term Liabilities				
Prepaid usage	9,228	7,546	1,682	122%
Accounts payable	16,318	22,906	(6,589)	71%
Sequent loan (current period)	7,500	7,500		100%
NETI loan (current period)	30,000	30,000		100%
Payroll taxes payable	1,314	2,588	(1,274)	51%
Corporate taxes payable	18,257	39,129	(20,872)	47%
	97,921	109,670	(11,749)	89%
Long Term Liabilities				
NETI advance	25,000	25,000		100%
Sequent loan	9,539	9,539		100%
	34,539	34,539		100%
Stockholders Equity				
Common Stockholders	27,990	27,990		100%
Retained earnings	105,164	116,681	(11,517)	90%
Current Period Earnings	35,578	14,666	20,912	243%
	168,732	159,337	9,395	106%
	285,888	303,546	(17,658)	94%